Module 34 – Social Thinking and Social Influence

1. According to attribution theory, we explain others’ behaviors through a combination of \_\_\_\_\_ and \_\_\_\_\_ factors.

a. cognitive; biological

b. group; individual

c. situational; dispositional

d. social; cultural

2. One morning Shelly is passed by another driver going well over the speed limit. Shelly thinks to herself the person is probably late to work because of their laziness and not getting up early enough. In fact, the person is rushing his pregnant wife to the hospital. Shelly’s mistake would be labeled:

a. social facilitation.

b. the fundamental attribution error.

c. deindividuation.

d. groupthink.

3. When William brought a pair of pants he intended to buy to the store counter, the sales clerk asked if he would like to purchase a belt for the pants to which William agreed. The sales clerk then asked if he would be interested in a shirt that matched the pants. The sales clerk was taking advantage of:

a. the foot-in-the-door phenomenon.

b. cognitive dissonance.

c. social facilitation.

d. self-fulfilling prophecy.

4. Vanna is temped to shoplift a gold necklace even though she has negative feelings about shoplifting. According to research regarding how attitudes affect actions, Vanna is least likely to steal the merchandise if:

a. she has recently shoplifted jewelry from several different stores.

b. her negative feelings about stealing were developed in her early childhood.

c. she is highly aware of her negative feelings about shoplifting.

d. she is suffering the effects of deindividuation.

5. The theory that we act to reduce the discomfort we feel when our thoughts are inconsistent with our behaviors is called:

a. cognitive dissonance.

b. fundamental attribution error.

c. self-fulfilling prophecy.

d. social loafing.

6. Solomon Asch repeated that individuals conformed to a group’s judgment of the lengths of lines:

a. even when the group’s judgment was clearly incorrect.

b. even when the group seemed uncertain and repeatedly altered its judgment.

c. only when members of the group were of high status.

d. only when the group was composed of at least six members.

7. In Milgram’s obedience study, what was the approximate percentage who followed the orders to deliver the maximum level of shock?

a. 5%

b. 30%

c. 60%

d. 90%

8. The enhancement of a group’s prevailing attitudes through discussion within the group is called:

a. group polarization.

b. groupthink.

c. social facilitation.

d. social loafing.

9. Bad group decisions occurring when a desire for harmony overrides realistic discussion within a group are caused by:

a. group polarization.

b. groupthink.

c. social facilitation.

d. social loafing.

10. From the moment they were introduced to each other, Harry thought Ron to be fearful and apprehensive. A few months later, Harry pointed out how scared Ron is of spiders and constantly screaming with fear. Harry’s noticing how his prediction came true is an example of:

a. cognitive dissonance.

b. social facilitation.

c. groupthink.

d. self-fulfilling prophecy.